

INPUT's 1986 INFORMATION SYSTEMS EXECUTIVE PANEL

Dear Executive Panel Member:

We thank you for your continued support of INPUT's ongoing research efforts. Your reliable and consistent participation lends continuity to our research and helps us identify directions and trends in the computer services industry.

As you know, the computer industry is in turmoil. INPUT, an authoritative source on trends and directions in the computer industry, needs your thoughts and observations on what is happening. Your participation in this Information Systems Executive Panel will help identify these trends.

In return for your participation, INPUT will provide you with the results as they apply to your industry. Please be assured that all answers are held confidential and the data you supply will only be reported in the aggregate.

Please help us report accurately what is happening in the industry, enabling us to provide you with this valuable information.

Thank you in advance for your participation.

Sincerely,


Peter A. Cunningham
President

MASTER
uISA

Company Name _____

Address _____

City, State, Zip _____

Telephone No. _____

Respondent Name/Title _____

Total No. of Employees _____

Annual Sales (\$ million) _____

If size is measured by
some other scale, please
indicate size and scale

Is this a division or
subsidiary? Yes _____ No _____

Industry Company
Belongs To _____



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- 1a. How much does your corporation spend on information systems (IS)?

1985

1986

1987 (Est.)

- 1b. What percent of corporate revenue is this year's IS budget? _____ %

- 2a. What factors caused your budget to change/not change in 1986?

1.

2.

- 2b. What factors will affect your 1987 budget?

1.

2.

3. What percent of your 1986 and 1987 budget is for:

1986

1987

Central Site _____ % _____ %

Remote Site _____ % _____ %

End User _____ % _____ %

4. For your total corporate IS expenditures, please break out for 1986 and your estimates for 1990:

1986

1990

Corporate IS Budget _____ % _____ %

Other IS Organizations _____ % _____ %

End-User Departments _____ % _____ %

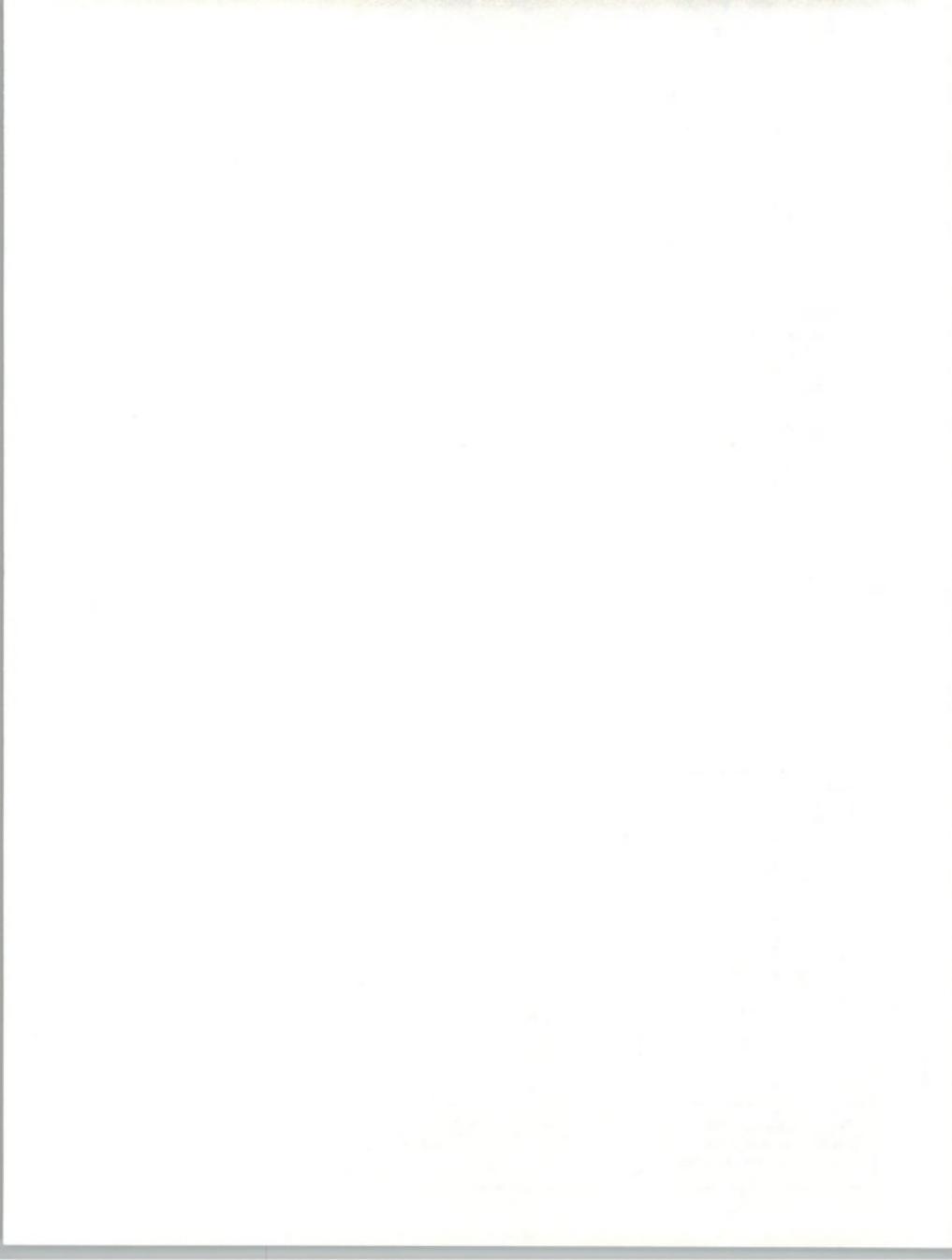
Total 100% 100%



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BUDGET DETAIL**

5. For your 1986 budget, what are your annual expenses and your anticipated changes in 1987 for the following categories?

CATEGORIES	1986 I.S. BUDGET AMOUNT (\$000)	ANTICIPATED PERCENT CHANGE 1986-1987
PERSONNEL	\$ _____	_____ %
COMPUTER SYSTEMS (include Processors, Storage, Peripherals)		
Mainframes	\$ _____	_____ %
Minicomputers	\$ _____	_____ %
Micros	\$ _____	_____ %
Maintenance	\$ _____	_____ %
Systems Software	\$ _____	_____ %
Other _____	\$ _____	_____ %
Total Computer Systems	\$ _____	_____ %
COMMUNICATIONS		
Data Communications	\$ _____	_____ %
Voice Communication (only if IS is responsible)	\$ _____	_____ %
Total Communications	\$ _____	_____ %
EXTERNAL SERVICES/PRODUCTS		
Professional Services (systems development/consulting)	\$ _____	_____ %
Education and Training	\$ _____	_____ %
Processing Services (include COM, data entry, disaster recovery)	\$ _____	_____ %
Facilities Management	\$ _____	_____ %
Application Software Products	\$ _____	_____ %
Turnkey Systems	\$ _____	_____ %
Other _____	\$ _____	_____ %
OTHER (Utilities, etc.)	\$ _____	_____ %
TOTAL ALL CATEGORIES	\$ _____	_____ %



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- 6a. How many people work in the IS department?

1986 _____ 1987 (est.) _____

- 6b. What percent of your applications development staff are assigned to:

Development of new systems _____ %

Maintenance of existing systems _____ %

Enhancement of existing systems _____ %

7. During the next 12 months, what are the most important applications that you will be implementing? What is the estimated development cost of each? What resources will you use for each: internal staff only, software package, external professional services, or a combination?

RESOURCES USED (%)

<u>Application</u>	<u>Cost (\$000)</u>	<u>Internal Staff</u>	<u>Software Package</u>	<u>Profess'l Services</u>	<u>Combi- nation</u>
a. _____	\$_____	_____	_____	_____	_____
b. _____	\$_____	_____	_____	_____	_____
c. _____	\$_____	_____	_____	_____	_____
d. _____	\$_____	_____	_____	_____	_____
e. _____	\$_____	_____	_____	_____	_____



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8. Please rate on a scale of 1-5 (5 being very important and 1 being not important at all) the following IS issues.

Personnel staffing and skills _____

Connectivity _____

System integration _____

Standards _____

Management understanding _____

User expectations _____

Inadequate IS funding (budget) _____

Communications management _____

Hardware/software management _____

IBM directions _____

Other vendor directions _____

Who? _____

Application development delays and overruns _____

End-user computing _____

Micro-mainframe links _____

AI/expert systems _____

Departmental systems _____

Office systems _____

Other (please list)



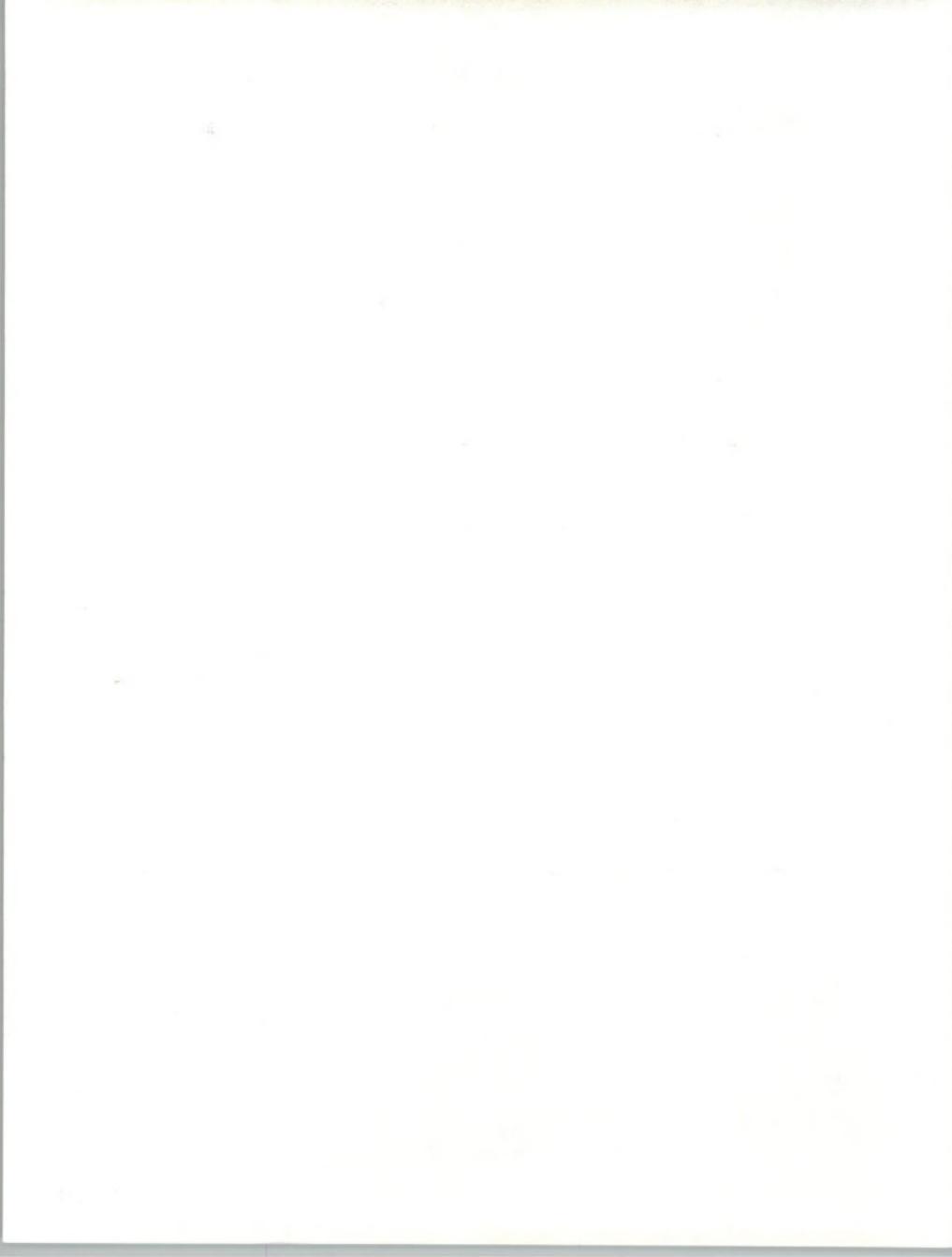
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9. Please rank your most important strategic, tactical, and operational issues starting with the most important. Please comment on each if appropriate.

<u>ISSUE</u>	<u>COMMENT (reason for ranking)</u>
Strategic (2-5 years or longer)	
1	_____
2	_____
3	_____
Tactical (1-2 years)	
1	_____
2	_____
3	_____
Operational (Now)	
1	_____
2	_____
3	_____

10. What has been the most significant event within your company's industry that has, or will, affect your IS department?

11. How is information technology being used to give either your company or your competitor a competitive advantage?



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12. What will the impact of new technology development be on your company or industry?

13. What needs of yours are not being satisfied by the vendors?

14. What additional information on your industry's use of IS would be useful to you?

THANK YOU FOR RESPONDING TO INPUT's 1986 INFORMATION SYSTEMS EXECUTIVE PANEL

Call me if you would like to discuss any of these issues further. Please enclose these pages in the accompanying postage-paid envelope and mail as soon as possible.

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